

## Message Text

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ACTION ARA-05

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 171602Z APR 74

FM AMEMBASSY GUATEMALA

TO USDOC WASHDC

INFO SECSTATE WASHDC 2820

UNCLAS GUATEMALA 2130

E.O. 11652: N/A

TAGS: ETRN, GT

SUBJECT: MAJOR EXPORT PROJECT - FEGUA INTERESTED IN GM LOCOMOTIVES.

FEGUA (STATE OWNED RAILROADS) VERY INTERESTED IN PUR-  
CHASING ABOUT TEN GENERAL MOTOR DIESEL ELECTRIC LOCO-  
MOTIVES. SPECIFICATIONS FOLLOW:

POWER: 1,200 EFFECTIVE H.P.

CONVERSION: DIESEL MOTOR-ELECTRIC DC  
GENERATOR OR ALTERNATOR WITH  
RECTIFIER.

TRACTION POWER: DC ELECTRIC MOTOR (2,3,4 OR 6  
TRACTION MOTORS).

WEIGHT OF LOCOMOTIVE: MAXIMUM OF 80 TONS.

SPECIAL REQUIREMENTS: A) DYNAMIC ELECTRIC BRAKES.  
B) CAPABLE OF MULTIPLE  
OPERATION OF VARIOUS LOCOMOTIVES.  
C) EXCESSIVE VELOCITY SAFEGUARD.  
D) NECESSARY INDICATORS  
E) ALARMS INDISPENSABLE

OTHERS: A) LOCOMOTIVES SHOULD NOT EXCEED 9 FT. 8 INCHES  
IN WIDTH AND 13 FT. SIX INCHES IN HEIGHT  
FROM THE TOP OF THE RAIL.

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B) LOCOMOTIVES HOULD NOT WEIGHT MORE THAN  
36,000 LBS. PER AXLE.

C) DISTANCE FROM RAIL SURFACE TO LOWEST POINT  
OF GEARBOX SHOULD BE NO GREATER THAN 4 AND  
1/4 INCHES.

D) LOCOMOTIVE MUST BE ABLE PULL LOAD OF MORE  
THAN 300 TONS ON MAXIMUM GRADE OF 3.0 PERCENT ALONG  
A DISTANCE OF 23 MILES WITH GRADED CURVES OF  
19 DEGREES AT A MINIMUM VELOCITY OF 11 MPH  
WITHOUT DANGER OF EXCESSIVE OVERHEATING.

FINANCING: GOG HAS AUTHORIZED ISSUANCE OF BONDS TOTALLING  
\$15 MILLION; \$9.5 MILLION ARE TO PAY OFF FEGUA'S  
DEBT TO ITS LABOR FORCE, REMAINING \$5.5 MILLION  
WILL GO FOR NEW LOCOMOTIVES.

COMMENT: ALTHOUGH FEGUA MUST MAKE PURCHASE THROUGH USE  
OF PUBLIC TENDERS, ENRIQUE FERRATE, FEGUA'S GENERAL  
MANAGER TOLD COMATT FEGUA WANTS GM LOCOMOTIVES DESPITE  
APPARENT HIGHER COST FOR THESE. SEVERAL YEARS AGO  
FEGUA PURCHASED GE LOCOMOTIVES AND HAS EXPERIENCED  
NUMEROUS PROBLEMS WITH THEM. LOCAL GM AGENT HAS APPA-  
RENTLY NOT BEEN OVERLY AGGRESSIVE IN PURSUING THIS SALE.  
ACTION REQUESTED: SUGGEST DEPARTMENT CONTACT GM SALES  
PEOPLE TO ADVISE THEM OF THIS OPPORTUNITY AND FEGUA'S  
DESIRE TO BUY GM LOCOMOTIVES. GM MAY WISH CONTACT ING.  
ENRIQUE FERRATE, AT FEGUA- 18 CALLE Y 9A. AVENIDA ZONA  
1, GUATEMALA CITY, GUATEMALA. TELEPHONE: 83030, OR  
COMATT.  
MELOY

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## Message Attributes

**Automatic Decaptioning:** X  
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**To:** COM  
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